

PRESS RELEASE
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Cambon Partners expands its Travel & Hospitality practice with Real Estate expertise

Cambon Partners, an independent investment bank specialising in growth companies, announces the expansion of its Travel & Hospitality practice, long headed by Morgann Lesné, with the arrival of Elliott Tischker as Managing Director and Théotime Weil as Associate. The aim of this strategic move is to drive the expansion of the Travel & Hospitality practice by adding “real assets” expertise, which is highly complementary to the technological and entrepreneurial DNA that is the hallmark of Cambon Partners.

Long-standing industry expertise driven by tech

Cambon Partners has a proven track record in the Travel & Hospitality Tech industry: SaaS solutions for hotels and restaurants, online booking platforms, management tools, marketplaces, and digital infrastructure for travel and hospitality service providers. We have successfully completed nearly 75 deals since 2013 (including with Booking, Expedia, Tripadvisor, Amadeus, Accor, Planet, LeBonCoin, Le Guide du Routard, Septeo, etc.)

A Hospitality practice enhanced by real estate expertise

An increasing number of deals involve multiple issues (digital channels, R&D, real asset valuation, etc.), and it is important to be able to address all these issues. The arrival of Elliott and Théotime enables Cambon to pursue these deals with a holistic approach and reaffirm its position as a leader in this market.

We cover all sub-sectors of the hospitality industry, including hotels, serviced apartments, student residences, tourist accommodation, holiday home platforms, HPA (camping, glamping), senior residences, co-living, co-working, hostels, as well as hospitality platforms and integrated models.

A career at the crossroads of finance, real estate and hospitality

Elliott Tischker has over fifteen years' experience in the hospitality and leisure real estate sectors, during which time he has invested in or advised on nearly €1 billion worth of deals in the sector.

He began his career in investment banking at Aforge Finance (now Degroof Petercam), before embarking on an entrepreneurial venture with the development of a B2B concept in the catering industry.

He then joined Astream, a management company specialising in tourism investment, where he worked for five years as Investment Manager and Asset Manager, involved in hotel and leisure ventures throughout their entire life cycle.

More recently, he spent over two years developing KPMG Corporate Finance's Real Estate & Hospitality practice, supporting investors and operators in divestment, acquisition and strategic restructuring transactions.

At the same time, for more than fifteen years he has been assisting the family-owned hotel group Maisons & Hôtels Sibuet with its equity investments, acquisitions and strategic decision-making, providing him with an in-depth understanding of the shareholder issues specific to family-owned hotel groups.

A clear ambition for Cambon Partners

"The expansion of our Travel & Hospitality practice is fully in line with Cambon Partners' strategy: to offer our customers sector-specific expert advice, delivered by experienced and entrepreneurial teams. The integration of dedicated real estate expertise enables us to cover the industry's entire value chain" says David Salabi, Founder of Cambon Partners.

Morgann Lesné, Partner in charge of the Travel & Hospitality practice, adds:

"This new step allows us to further strengthen our unique offering in the market, at the crossroads of tech, real estate and hospitality, to serve entrepreneurs, family-owned companies and institutional investors"

Elliott Tischker, Managing Director of the Travel & Hospitality practice, says: *"Joining Cambon Partners was an obvious choice given our shared ambition: to build a market-leading consulting practice in the hospitality industry, capable of addressing all its aspects, including technology, operations and real estate. The industry is undergoing tremendous change, and operators and investors alike need partners who understand the entire value chain"*

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About Cambon Partners

Founded in 2003, Cambon Partners has successfully conducted more than 520 transactions from its offices in Paris and London. Cambon Partners provides growth companies with comprehensive advisory services for Mergers & Acquisitions, Corporate Finance & Debt Advisory.